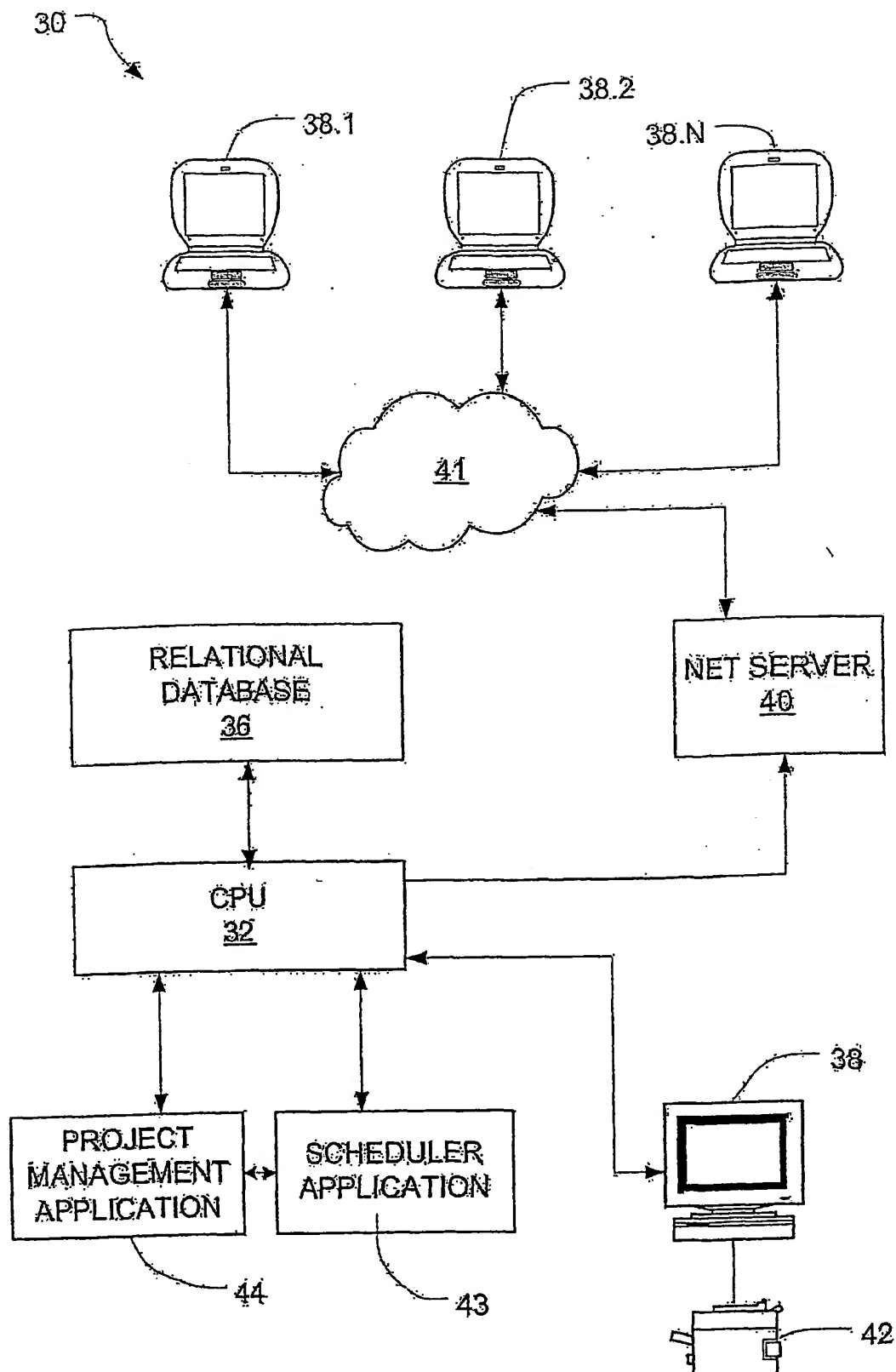


Figure 1

**Figure 2**

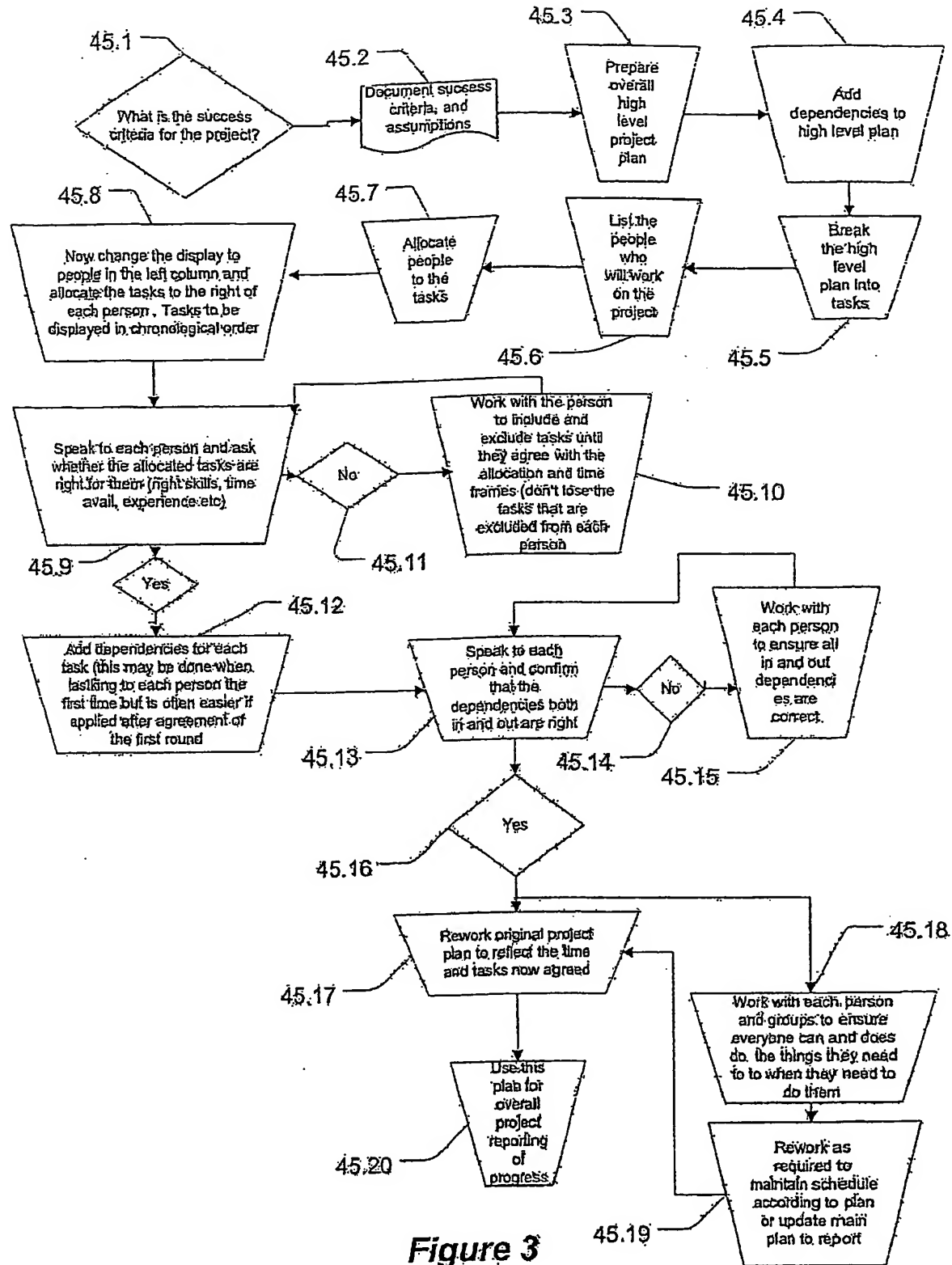
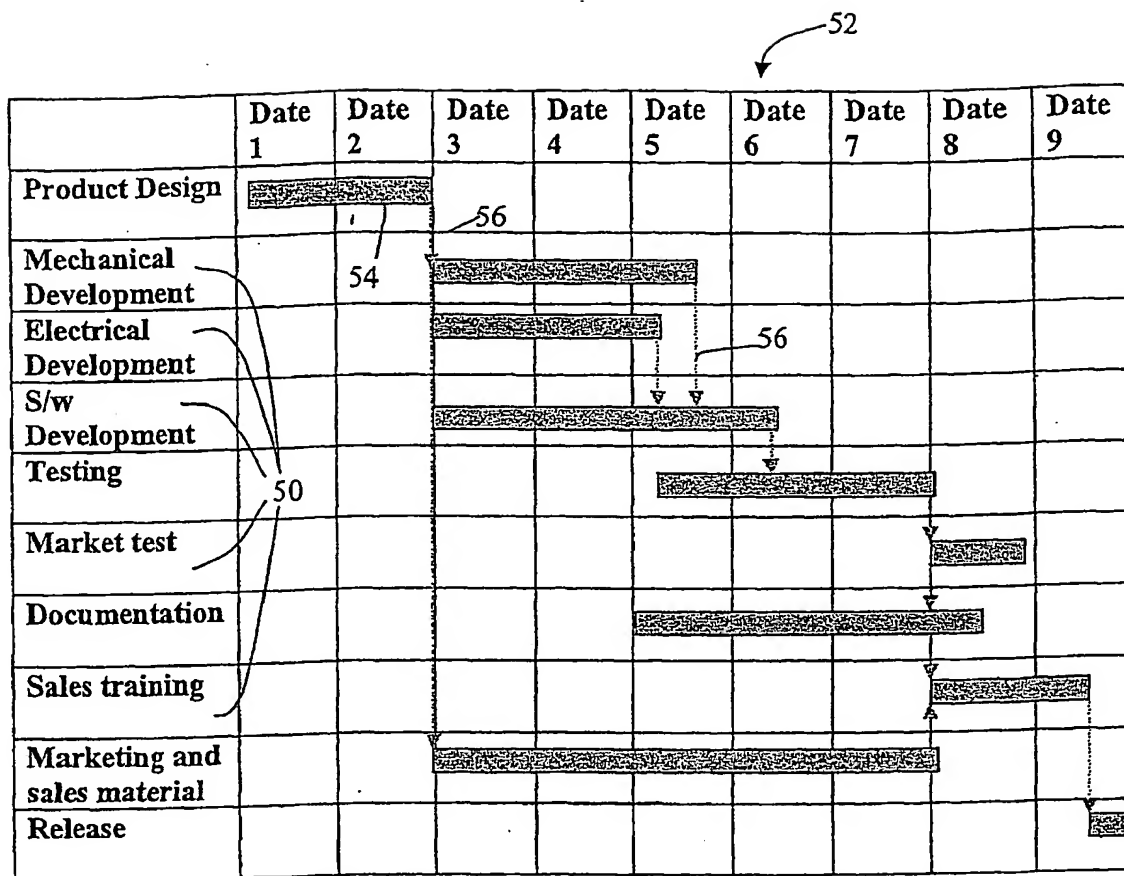


Figure 3

**Figure 3a**

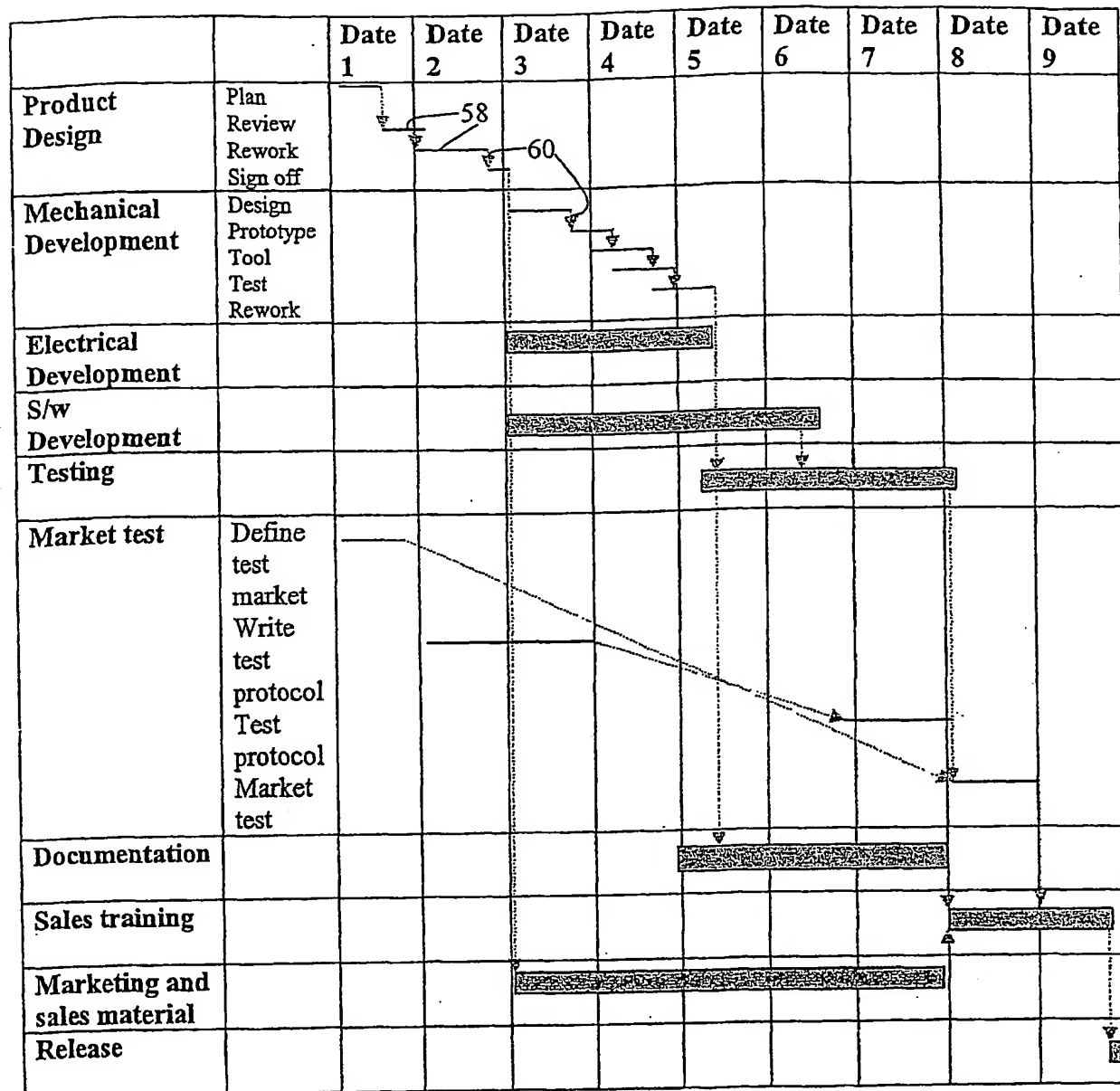


Figure 3b

	Date 1	Date 2	Date 3	Date 4	Date 5	Date 6	Date 7	Date 8	Date 9
Rob		Product review	Sign off						
Linda		Product review Write market test protocol	Sign off Write market test protocol Marketing and sales material	Write market test protocol Marketing and sales material	Testing Marketing and sales material	Testing Marketing and sales material	Testing Marketing and sales material	Market Test	
Ed			Sign off						
Ian									
Alan	Product design	Product review	Design rework Sign off						
Ellen	Product design		Design rework Sign off		Testing	Testing	Testing	Test market protocol	
Nick	Product design		Design rework Sign off Mech Design Elec design Board layout Prototype Test Rework Release	Elec design Board layout Prototype Test Rework Release	Elec design Board layout Prototype Test Rework Release				
Sukumar			S/w Design Dev Testing Release	S/w Design Dev Testing Release	S/w Design Dev Testing Release Testing	S/w Design Dev Testing Release Testing	Testing		
Susan	Product design		Design rework Sign off						
Gerard	Product design		Design rework Sign off		Testing				
John	Product design		Sign off S/w Design Dev Testing Release	S/w Design Dev Testing Release	S/w Design Dev Testing Release Testing	S/w Design Dev Testing Release Testing	Testing Test market protocol		
Alex			Mech Design						

Figure 3c

	Date 1	Date 2	Date 3	Date 4	Date 5	Date 6	Date 7	Date 8	Date 9
Rob		Product review	Sign off						
Linda		Product review Define test market Write market test protocol	Sign off Write market test protocol Marketing and sales material	Write market test protocol Marketing and sales material	Testing Marketing and sales material	Testing Marketing and sales material	Testing Marketing and sales material	Market Test	
Ed			Sign off						
Ian									
Alan	Product design	Product review	Design rework Sign off						
Ellen	Product design		Design rework Sign off		Testing	Testing	Testing	Test market protocol	
Nick	Product design		Design rework Sign off Mech Design Elec design Board layout Prototype Test Rework Release	Elec design Board layout Prototype Test Rework Release	Elec design Board layout Prototype Test Rework Release				
Sukumar			S/w Design Dev Testing Release	S/w Design Dev Testing Release	S/w Design Dev Testing Release	S/w Design Dev Testing Release	Testing		
Susan	Product design		Design rework Sign off						
Gerard	Product design		Design rework Sign off		Testing				

Figure 3d

Date	Project plan task	Task
2	Review the product design	Review the product design
3	Sign off the product design	Sign off product design
2	Define the test market	get the marketing and field people together to jointly decide as it will need to fit into their schedule
2	Define the test market	Review the overall market release strategy
2	Define the test market	review the release plans
2	Define the test market	determine which is the best way to test the market
3	Market test protocol	determine the numbers required
2	Define the test market	write up the test market profile
3	Define the test market	get sign off from marketing and field people.
3	Market test protocol	Draft the market test protocol
3	Market test protocol	Review protocol with field staff
3	Market test protocol	Finalise market test protocol
4	Marketing and sales material	Hold brainstorming session re marketing and sales material – invite, field, sales, marketing staff and Ed.
4,5	Marketing and sales material	Get Pam to mock up some materials
5	Marketing and sales material	Hold review meeting
6	Marketing and sales material	Get Pam to contact suppliers for quotes and samples
6	Marketing and sales material	Get field and marketing and sales to estimate how many copies of each type of material they will require.
7	Marketing and sales material	Review samples
6	Marketing and sales material	Place quantities and locations in the distribution system
7	Marketing and sales material	Prepare budget for materials
7	Marketing and sales material	Get budget approval from Ed
7	Marketing and sales material	Place orders
9	Marketing and sales material	Check deliveries and authorize payments
9	Marketing and sales material	Place materials in store for distribution

Figure 3e

	Date 1	Date 2	Date 3	Date 4	Date 5	Date 6	Date 7	Date 8	Date 9	Date 10	Date 11
Linda		Product review Define test market	Sign off Write market test protocol	Marketing and sales material	Marketing and sales material	Marketing and sales material	Marketing and sales material	Market Test	Market Test	Market Test	

Figure 3f

	Date 1	Date 2	Date 3	Date 4	Date 5	Date 6	Date 7	Date 8	Date 9	Date 10	Date 11
Rob		Product review	Sign off								
Linda		Product review Define test market	Sign off Write market test protocol	Marketing and sales material	Marketing and sales material	Marketing and sales material	Marketing and sales material	Market Test	Market Test	Market Test	
Ed			Sign off								
Ian											
Alan	Product design	Product review	Design rework Sign off								
Ellen	Product design		Design rework Sign off		Testing	Testing	Testing	Test market protocol			
Nick	Product design		Design rework Sign off Mech Design Elec design Board layout Prototype Test Rework Release	Elec design Board layout Prototype Test Rework Release	Elec design Board layout Prototype Test Rework Release						
Sukumar			S/w Design Dev Testing Release	S/w Design Dev Testing Release	S/w Design Dev Testing Release	S/w Design Dev Testing Release	Testing				
Susan	Product design		Design rework Sign off		Testing	Testing	Testing				
Gerard	Product design		Design rework Sign off		Testing						

Figure 3g

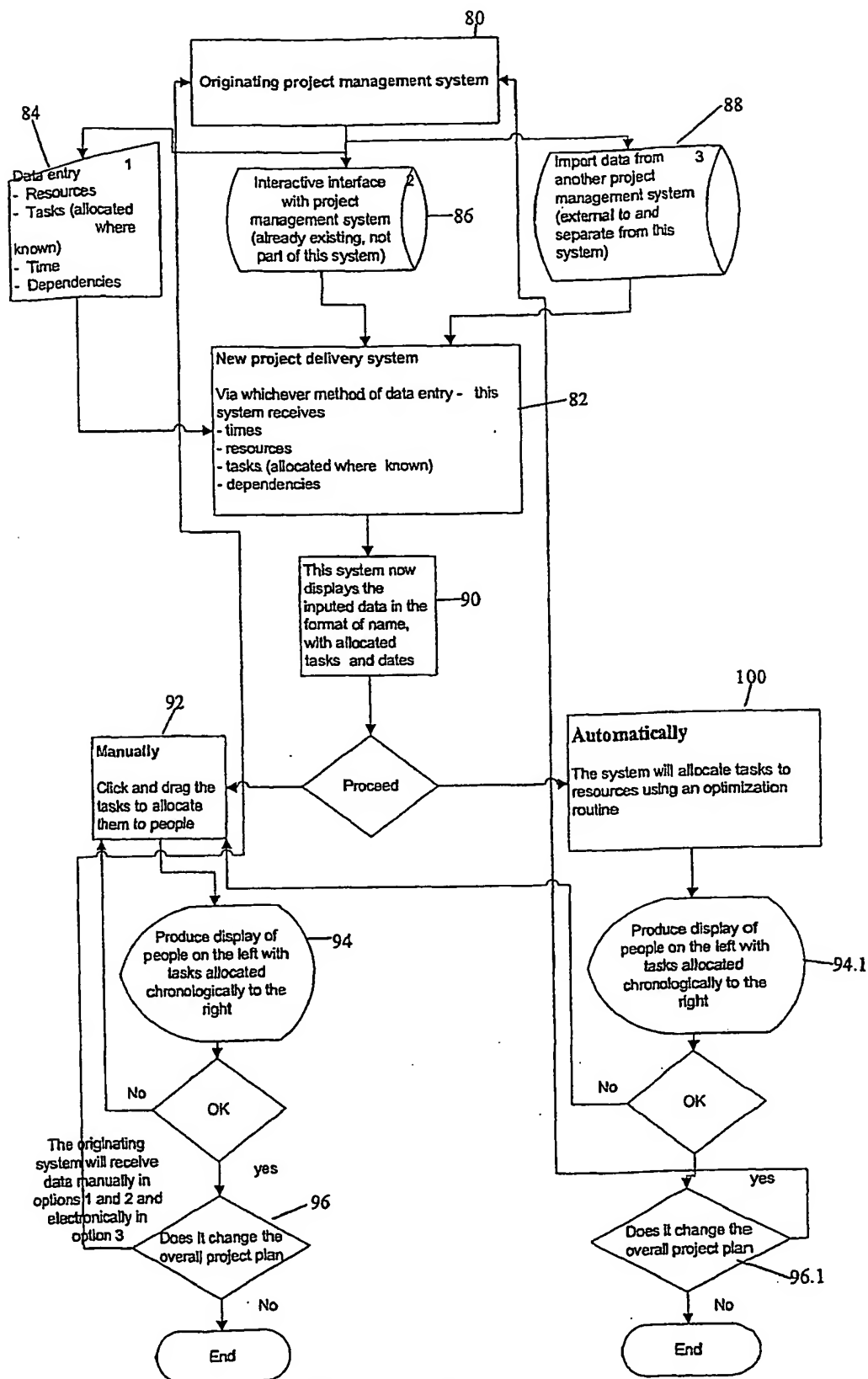


Figure 4

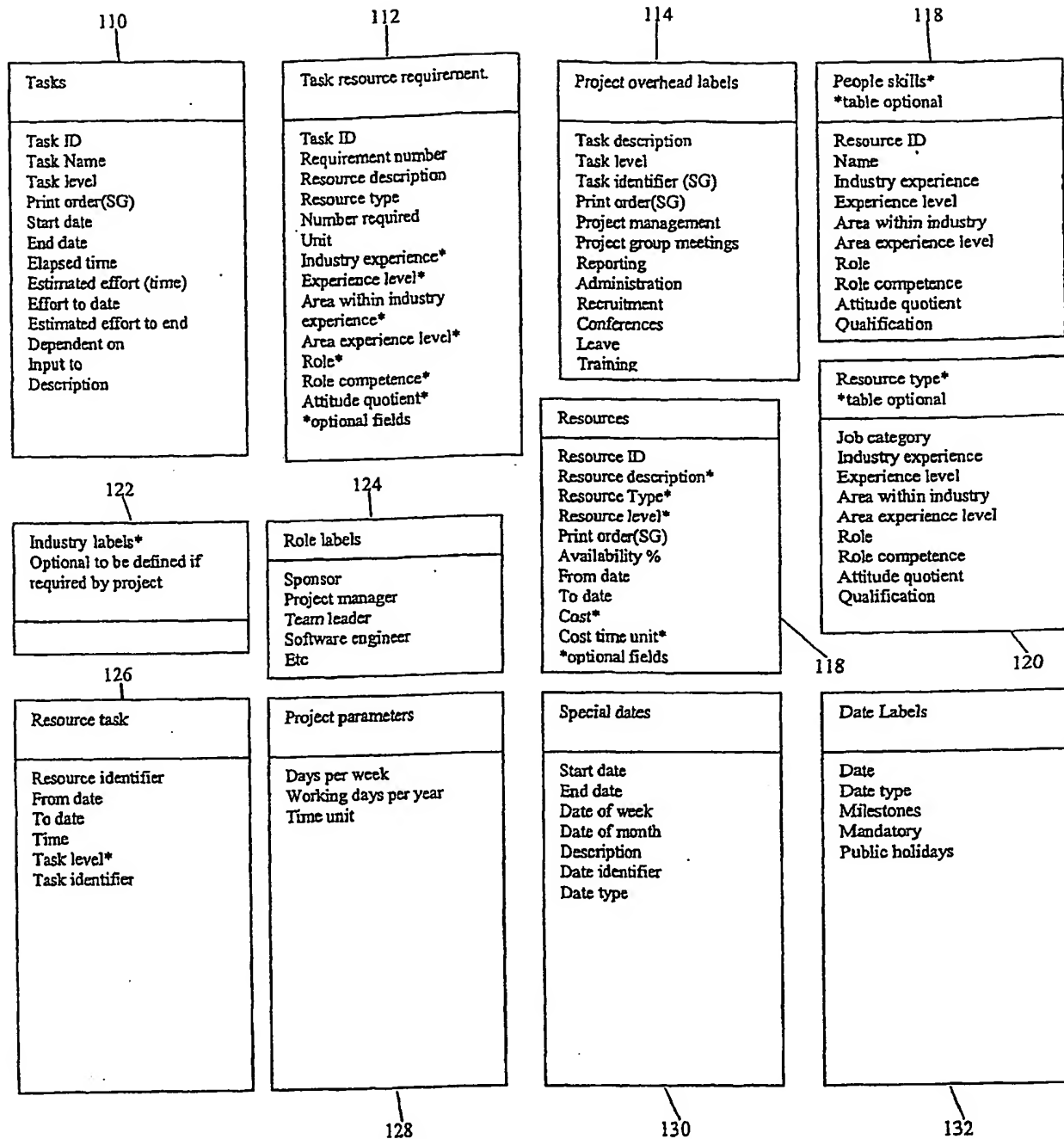


Figure 5

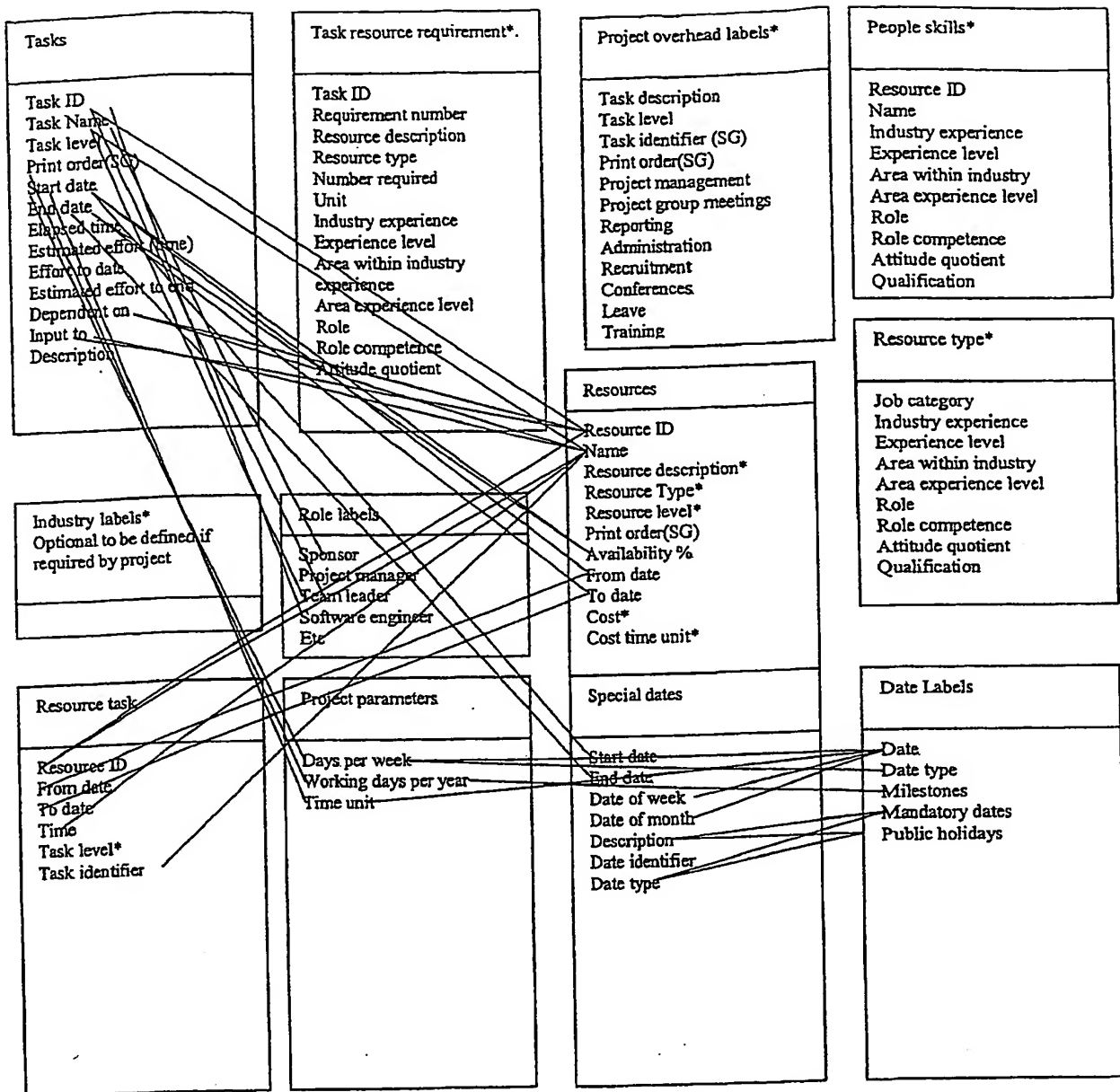


Figure 6

Person (resource)	Task	Outstanding (or complete)	Estimated Days (original)	Est. Elapsed Days (original)	Start Planned (Date)	Finish Planned (Date)	Effort (actual to date)	Forecast Est. (now to complete)	Forecast new date (to complete)	Variance
Linda	Product review	Complete	1	1	Date 2	Date 2	1			0
	Define the test market	Complete	3	5	Date 2	Date 2	2			-1
	Sign off	Complete	1	1	Date 3	Date 3	1			0
	Write market test protocol	Outstanding	10	20	Date 3	Date 3	2	8	Date 6	0
	Marketing and sales material	Outstanding	20	80	Date 4	Date 7	4	16	Date 7	0
	Market test	Outstanding	15	60	Date 8	Date 10	0	15	Date 10	0

Figure 7

Task Number	Task	Outstanding (or complete)	Estimated Days (original)	Est. Elapsed Days (original)	Start Planned (Date)	Finish Planned (Date)	Effort (actual to date)	Forecast Est. (now to complete)	Forecast new date (to complete)	Variance
1	Product review	Outstanding	60	140	Date 1	Date 7	33	27	Date 7	0
2	Write market test protocol	Outstanding	40	40	Date 2	Date 3	20	40	Date 4	+20
3	Product design	Complete	40	40	Date 1	Date 2	50			+10
4	Marketing and sales material	Outstanding	50	100	Date 3	Date 7	0	50	Date 7	0
5	Testing	Outstanding	60	60	Date 5	Date 8	10	50	Date 8	0
6	S/w development	Outstanding	70	70	Date 3	Date 6	40	50	Date 9	+20
7	Mechanical Development	Outstanding	50	50	Date 3	Date 5	40	40	Date 7	+30
8	Electrical Development	Outstanding	50	50	Date 3	Date 5	20	40	Date 8	+10
9	Electrical prototype	Outstanding	10	25	Date 4	Date 5	10	10	Date 7	+10

Figure 8

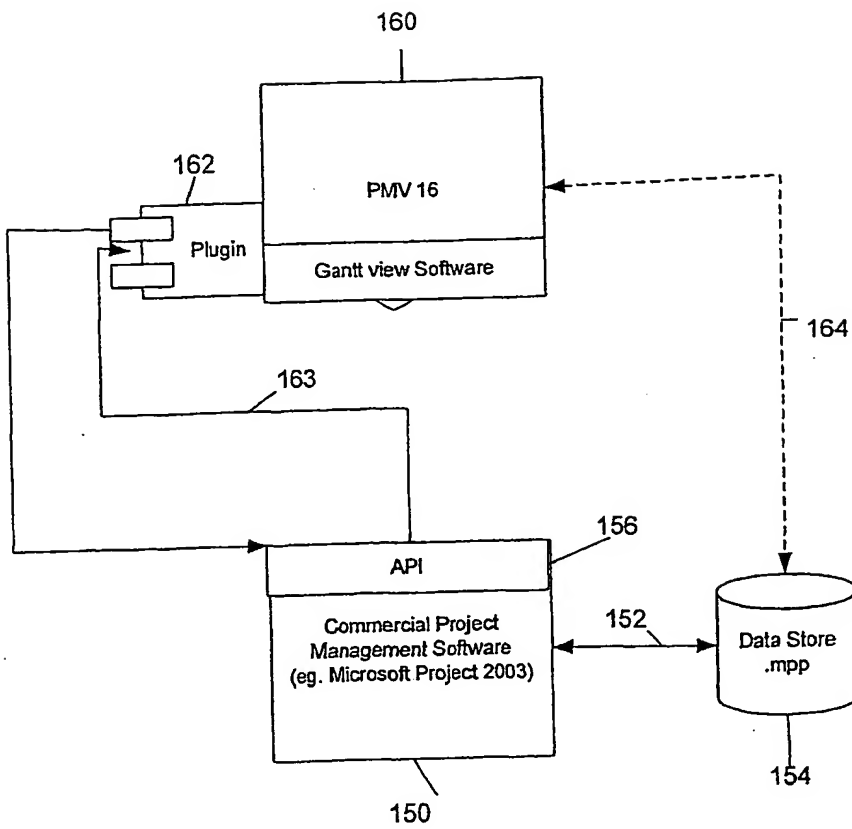


Figure 9

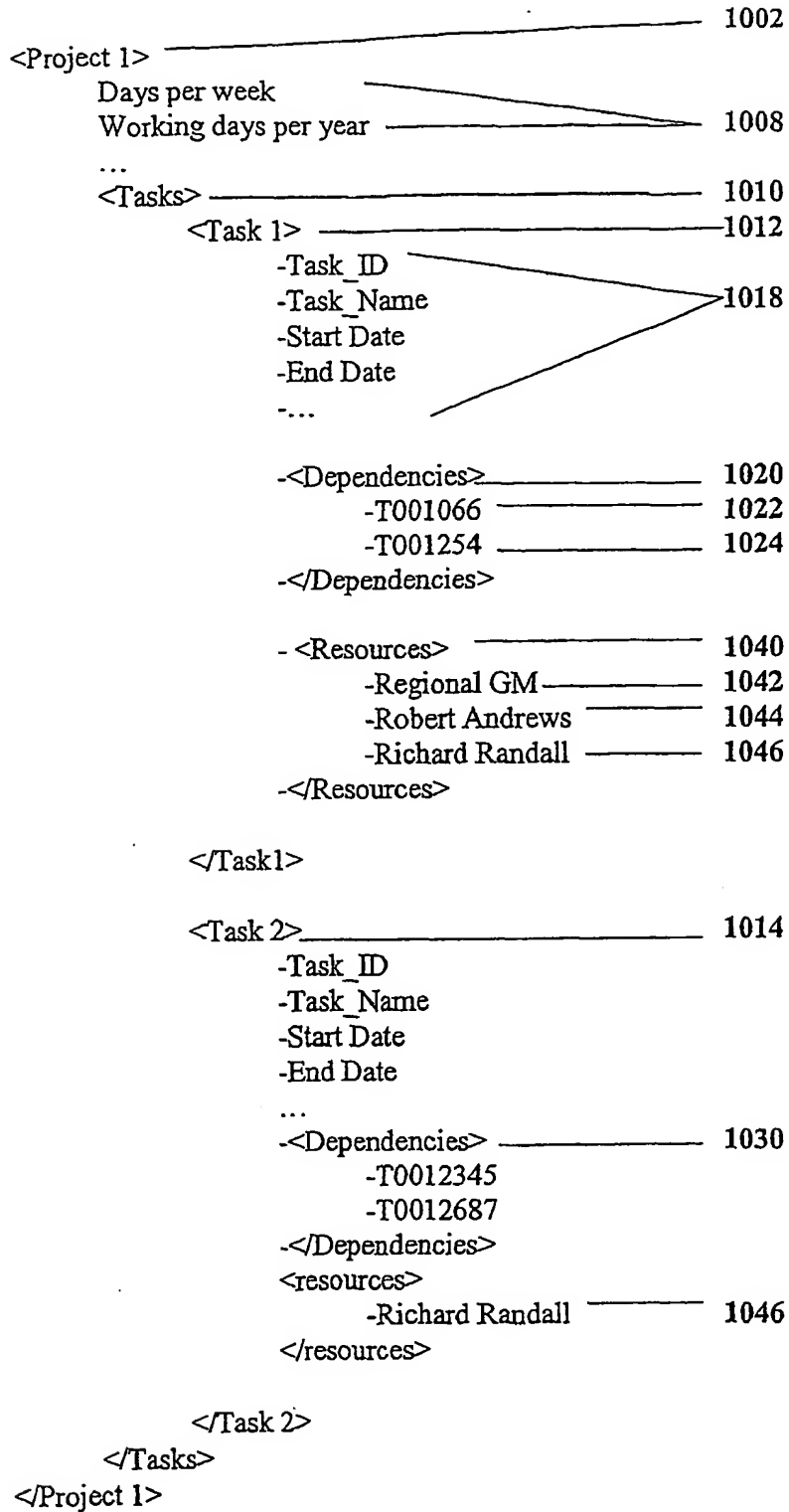


Fig 10

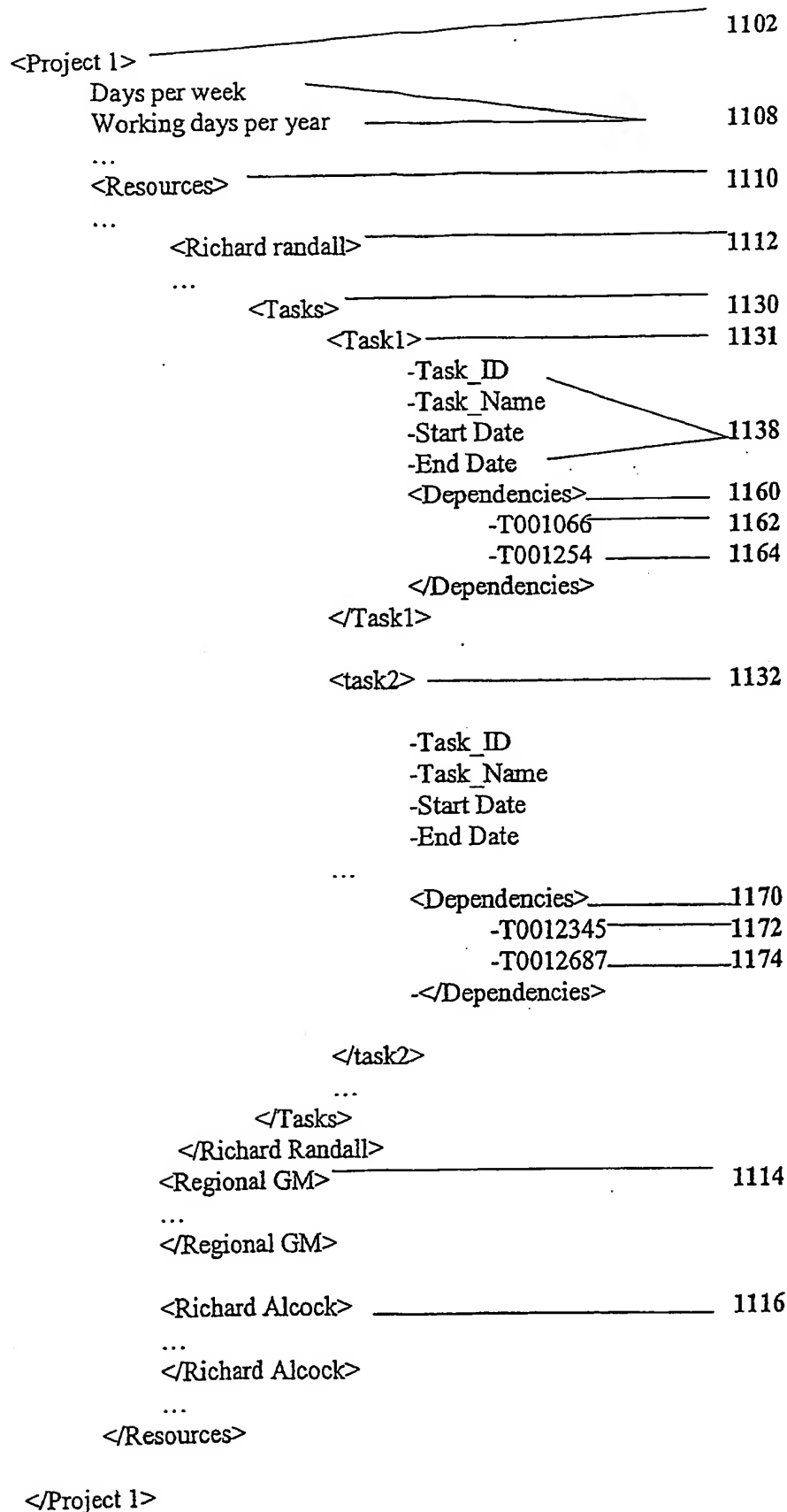


Fig 11a

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Fig 11b

FIG. 13

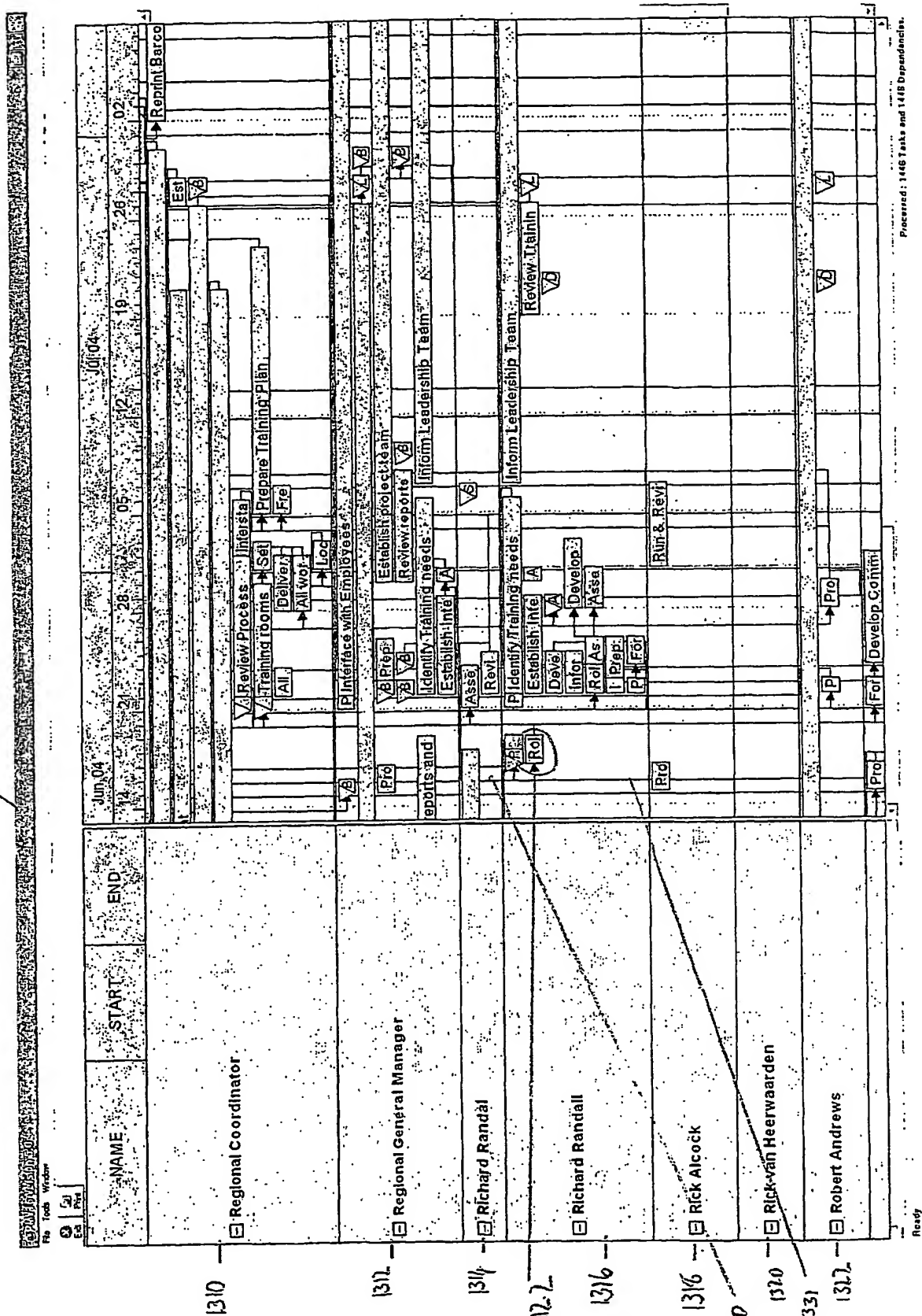


FIG. 14

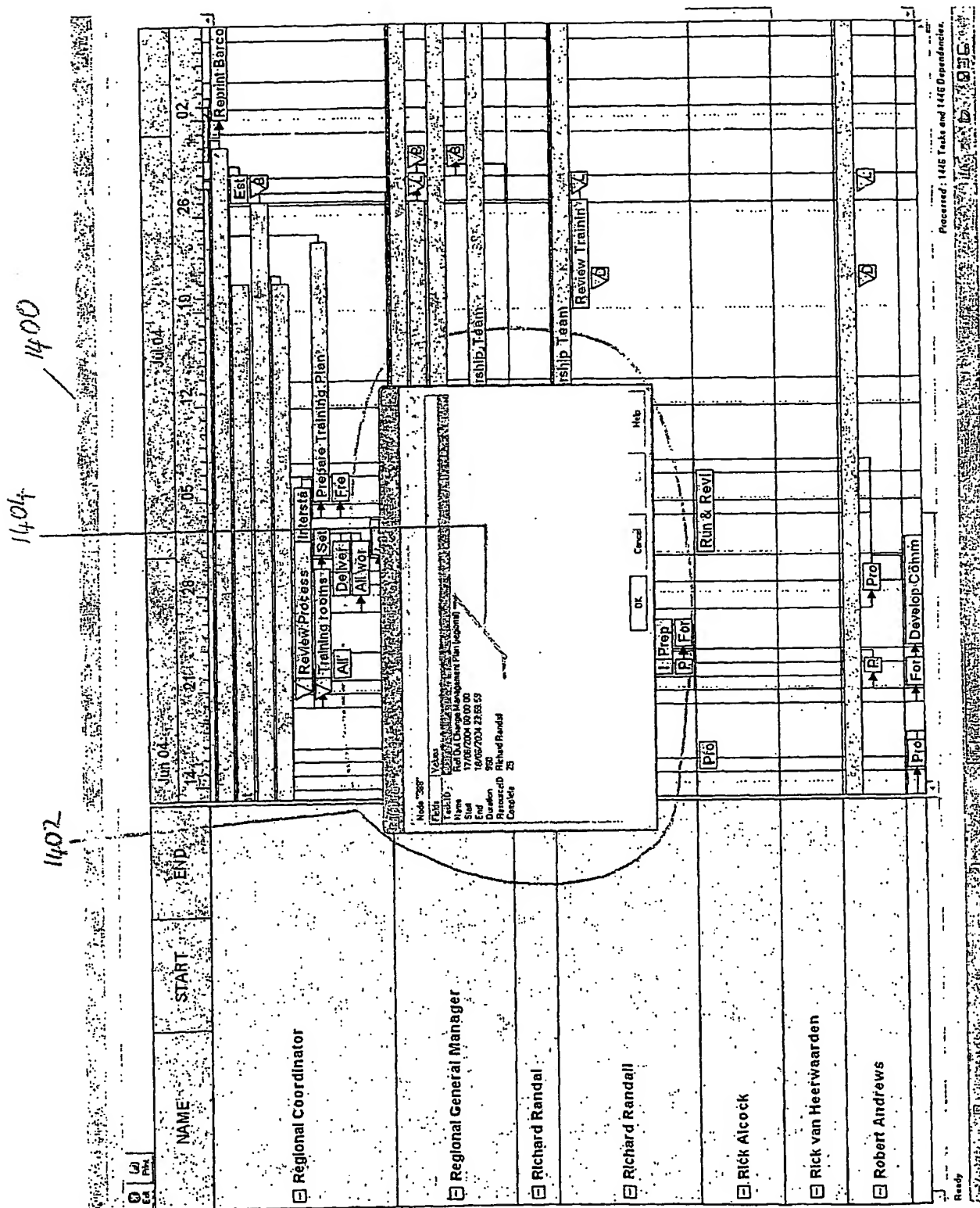


FIG. 15

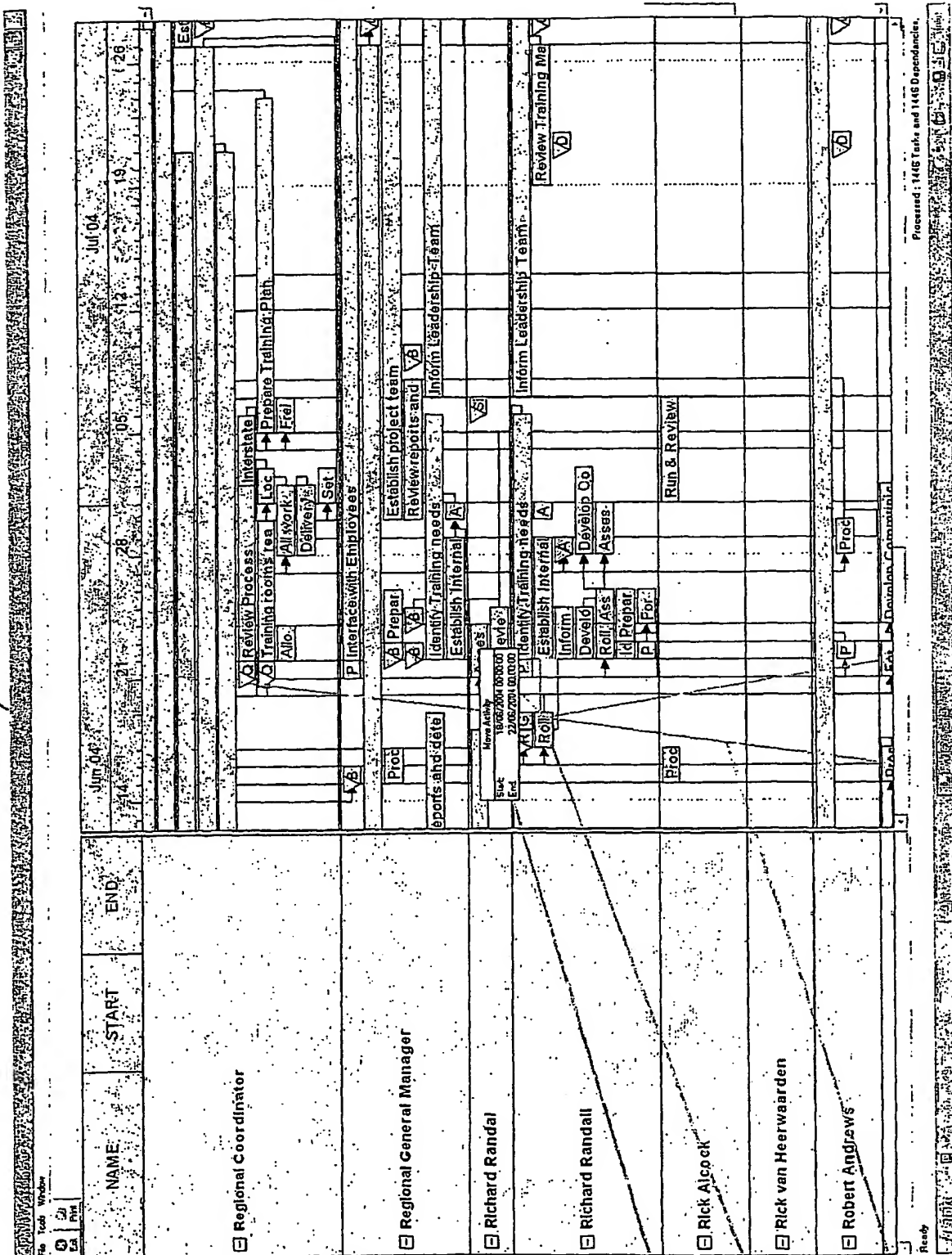


FIG. 17

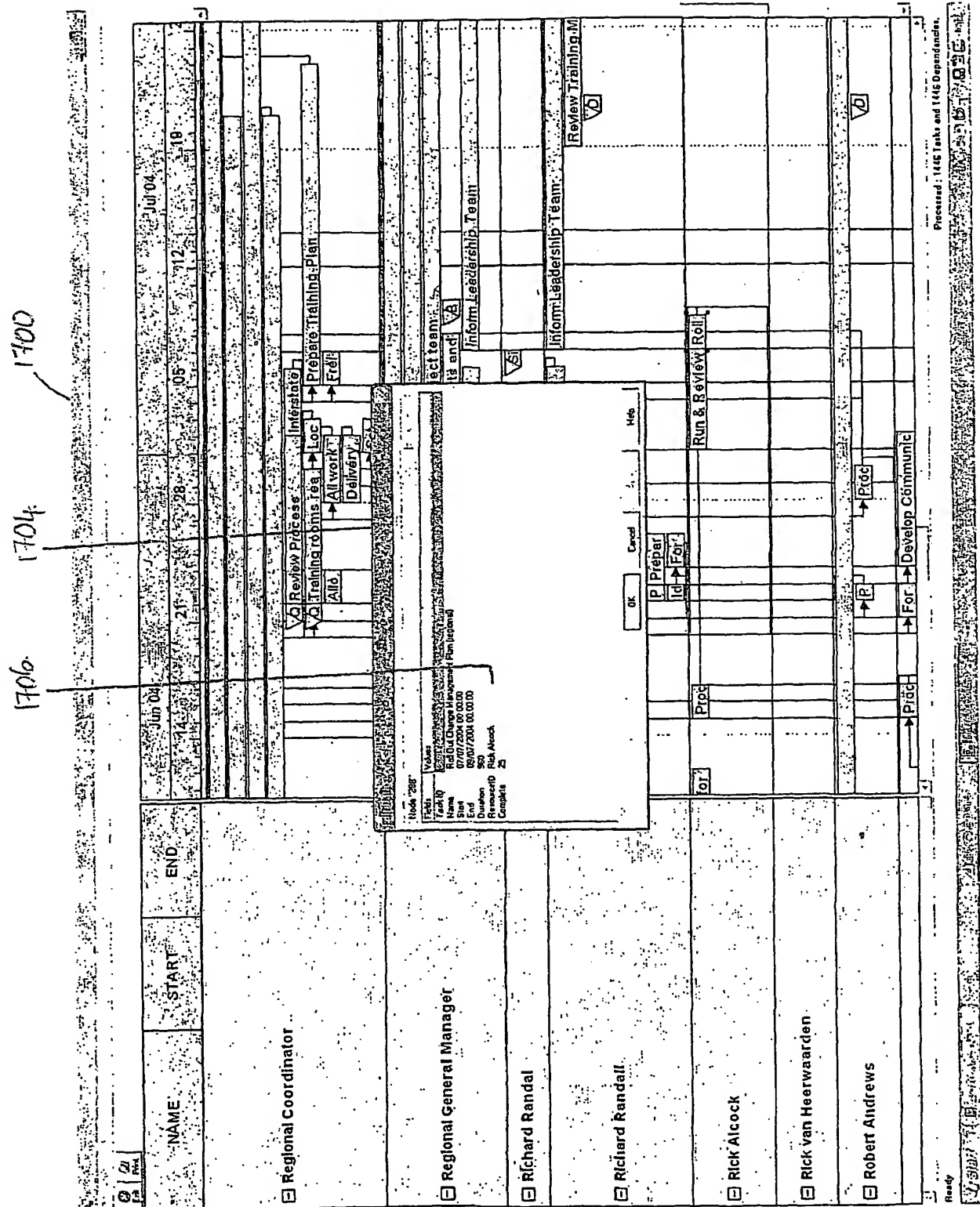
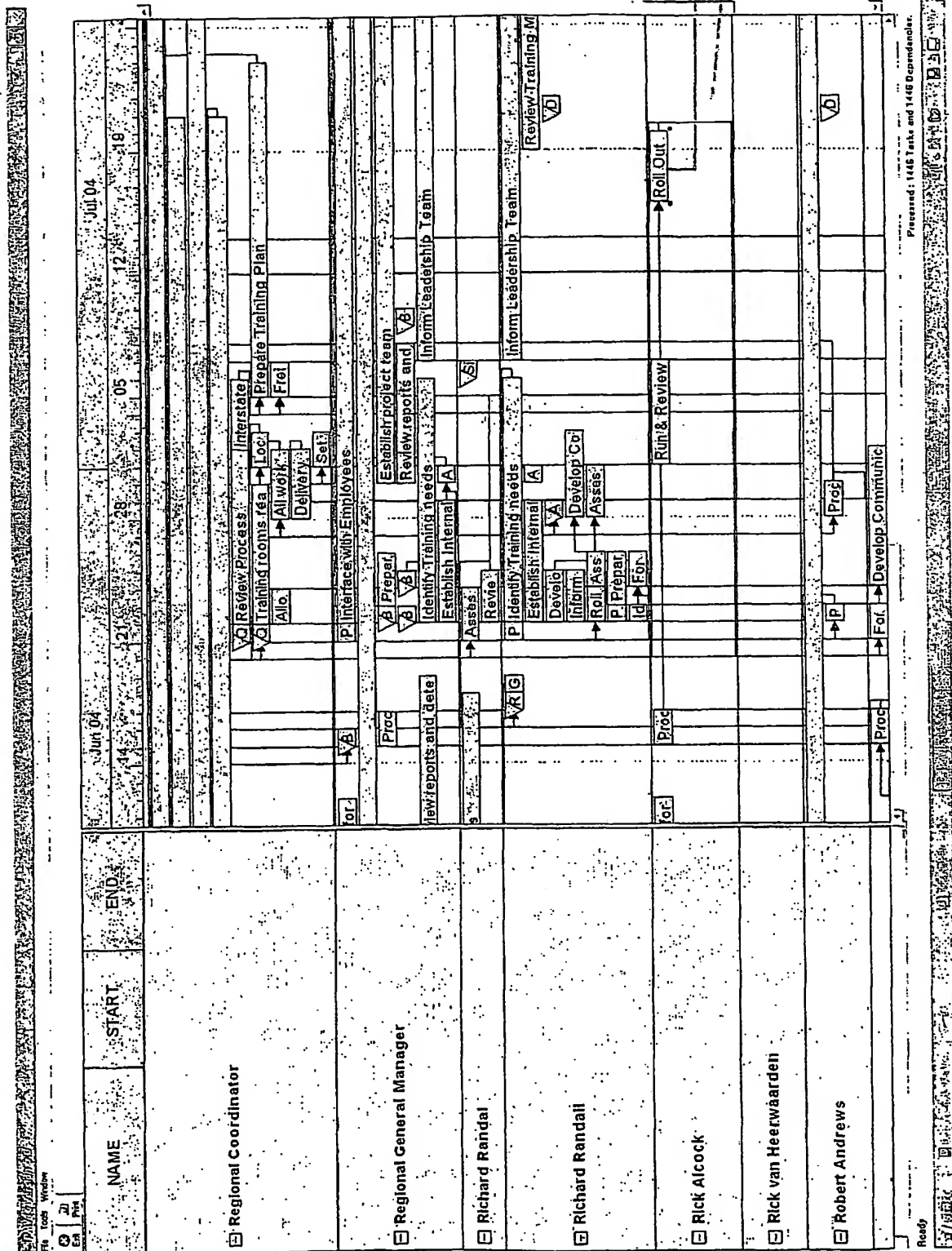


FIG. 18



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